



Charles Przybylek
Chief Operating Officer/General Counsel
National Nuclear Security Administration
1000 Independence Ave., SW
Washington DC 20585

Dear Mr. Przybylek

We read with interest the draft RFP for the management of Los Alamos National Labs. The Lab is not only an excellent employer in this region, with its 11,500 employees and \$835m payroll, but it is also a powerful economic force. We believe that enhancing the economic development element of its mission will have a significant impact on the Southwest's economy.

Responding to the release of the draft RFP, U.S. Senator Pete Domenici said, "... I expect the new contractor to offer specific commitments to technology transfer and community involvement that includes partnerships and economic development initiatives in the region."

This statement reflects our view at the State level, and we respectfully submit the attached document. It outlines our formal response to the draft RFP, with some dollar amounts where relevant. I hope that you find some of the suggestions of interest. Should you require clarification on any of the components, please contact my office and we will immediately respond.

Regards,

Rick Homans
Secretary
Economic Development Department of New Mexico

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New Mexico input to RFP for the management of Los Alamos National Labs.

1. Co-fund two \$5 million endowed chairs in nanotechnology, media industries, hydrogen/fuelcell, biotech or technology transfer at a NM state educational institution.
2. Co-fund a Strategic Plan to identify new ways to promote commercialization and economic development in New Mexico that is tied to LANL, and update this plan every two years.
3. Develop an aggressive program for commercialization and increase the existing maturation fund for commercialization/licensing in New Mexico to \$20 million (with match from state). This fund to be focused on the state's cluster priorities of biotech, hydrogen/fuel cells, digital media and Microsystems, and could invest in technology developed anywhere in New Mexico.
4. Establish and fund a LANL economic development liaison at the state Economic Development Department, with agreed goals & objectives.
5. Align the tech transfer at LANL with the best practices around the country, including the establishment of an accountable, goal-driven private agency with P&L responsibility to optimize rapid transfer. Create an annual commercialization benchmarking process with an annual review and update that will measurably increase business formation in New Mexico.

6. Create an economic development marketing fund, of \$2m annually, jointly administered with the State economic development department. This has a number of goals:

- educate LANL's out of state vendors about locating in New Mexico, especially those vendors who fall within the state's priority clusters, and encourage them to do so
- package and market the facilities and technologies that are available at LANL to attract new corporate partners and companies to New Mexico.
- promote successful examples of commercialization at LANL and its partners, especially where it relates to the state's cluster priorities.
- a year-round participation with the state economic development department in trade missions, executive meetings and other events, promoting the business climate in New Mexico and encouraging companies and scientists to locate here.
- co-sponsor technology conferences in New Mexico, focused on the state's cluster priorities.

7. Establish a New Mexico vendor development program to ensure measurable growth of purchases made by the Lab are made with New Mexico companies (50% growth over 5 years).